

APPLICATION

South Carolina Broadband Infrastructure Project



Applicant Information

Applicant Name/Organization **Hargray, Inc.**

Applicant FCC Registration Number (FRN) **0004-9405-40**

Primary Contact Name **Trey Judy**

Title **Director of Regulatory Affairs**

Mailing Address **P.O. Box 5986**

Phone Number **843-626-1210**

City, State, Zip **Hilton Head Island, SC 29928** Email **trey.judy@htc.hargray.com**

Broadband Service Provider Experience

Date of Applicant's Initial FCC Form 477 Submission **6/30/00**

Date of Applicant's Most Recent FCC Form 477 Submission **12/31/2019**

- ☒ Applicant and/or project Partner has experience delivering broadband service over fiber or hybrid fiber-coax infrastructure
- ☐ Applicant and/or project Partner has experience building and operating broadband networks in rural areas
- ☐ Applicant and/or project Partner has experience building and operating broadband networks in low-moderate income areas

Project Area Information

County **Beaufort**

Rural or Urban **Rural**

Nearest City/Town **St. Helena**

Project Area Map Code **Beaufort 7**

88 Number of Households in Project Area (Target code)

0 Number of Businesses in Project Area

0 Number of Health Care Facilities in Project Area

2 Number of Community Anchor Points in Project Area

1 Number of Educational Institutions in Project Area

Broadband Infrastructure Information

Indicate the type(s) of broadband infrastructure technology to be deployed in the project area.

- ☒ **Fiber to the Premises** Minimum Sustainable Download/Upload Speeds **1000/100**
- ☐ **Hybrid fiber-coax** Minimum Sustainable Download/Upload Speeds (symmetrical upload/download speeds)
- ☐ **Hybrid fiber-coax** Minimum Sustainable Download/Upload Speeds (non-symmetrical upload/download speeds)
- ☐ **Fixed wireless** Minimum Sustainable Download/Upload Speeds
- ☐ **VDSL** Minimum Sustainable Download/Upload Speeds (25/3 Mbps or faster)

Broadband Pricing Schedules or Tiers

Indicate all rate tiers for broadband at speeds of 25/3 Mbps or faster will be offered to customers in the project area:

- | | |
|--|---|
| <input checked="" type="checkbox"/> Rates less than \$10/month | <input type="checkbox"/> Rates between \$20 - \$24.99/month |
| <input type="checkbox"/> Rates between \$10 - \$14.99/month | <input type="checkbox"/> Rates between \$25 - \$34.99/month |
| <input type="checkbox"/> Rates between \$15 - \$19.99/month | |

Project Timeline and Milestones

Project Start Date	9/1/20	Customer Premises	
Project Construction Activity Begins	9/1/20	Installations Complete	12/18/20
Project Construction Activity Complete	12/18/20	Project Completion Date	12/18/20

Project Cost Information

Total Project Cost	168,881	Average Cost per Housing Unit	1,836
Upfront Cost Requirements			
Cost of Building and/or Extending Infrastructure to Customer Premises		Average Cost per Business	0
Average Cost per Location Served (all locations or structures)	1,836		

Project Funding Information

South Carolina CARES Act Funding Requested 84,440

Applicant-Provided Funding 84,440

Third-Party Funding	Amount
	Source(s) Investor support and on-going cash flow

Additional Information

Describe Applicant's and/or project Partner's experience building and/or operating broadband networks.

For over 70 years, Hargray has been connecting customers to each other and the world, growing from a local phone company with roots in Beaufort County, South Carolina, to an industry leader providing residential, business, enterprise, and carrier wholesale communications services including a robust suite of Internet, TV, phone, and managed services in a growing set of markets in the Southeastern United States. Hargray is committed to delivering the most advanced technology with unmatched reliability over a fiber network. Hargray has been providing robust broadband service to its subscribers for more than a decade using hybrid fiber coax (HFC) technology and significantly expanded its fiber offerings in 2015 as noted below. Prior to this residential fiber expansion, Hargray had been providing fiber-based services to businesses for multiple decades.

As the nation's leading wireless carriers migrated to 4G infrastructure, Hargray became an industry leader providing a pure fiber-based wide area network (WAN) to cellular towers throughout the region. By 2014, Hargray had secured contracts from all the major wireless companies to supply fiber connectivity to hundreds of carrier sites across Beaufort, Jasper, and Hampton counties.

With support from local government and business leaders, Hargray announced plans to bring high-speed Internet services to the area under the Lowcountry Broadband Plan. Construction began in 2015 and continues with the installation of fiber and upgrades to its existing network. Hargray became the first provider to deliver Gig speeds to many residents and businesses in Beaufort and Jasper counties.

Hargray seeks to improve the lives of people in the communities we serve by providing access to communications services that promote the economic growth and prosperity of the region. Amid the COVID-19 pandemic, Hargray's purpose of empowering people and communities to connect and thrive has never been more meaningful to our team. In times of uncertainty, communication is vital to everyone, and Hargray is committed to delivering the highest quality service to keep everyone connected. Hargray signed the Keeping Americans Connected pledge to support customers facing financial hardships due to the pandemic.

In response to Beaufort County's request at the end of the 2019-2020 school year, Hargray launched a Student Program in March, which provided 60 days of free Internet for families who live within Hargray's service territory and did not subscribe to Hargray Internet services. Current Hargray customers were offered Internet speed upgrades at special discounts to ensure students and their families had the necessary bandwidth to support the increased demand. Over 2,000 new and existing customers benefitted from the program, allowing schools and their students to complete the semester. In June 2020, Hargray launched the Jump Start program to support qualified families in need for the upcoming school year.

Hargray's robust HFC and Fiber internet access services have brought significant economic development to previously disadvantaged communities, primarily in Jasper County. Hargray is repeatedly asked if they can expand their service area into more of these communities and is excited about the opportunity this program presents to do so. To support the local workforce, Hargray began offering complimentary access to Smart Office collaborative suite to small businesses with less than ten employees. Also, Hargray pledged \$50,000 to support the Help 4 Hope Fund to provide free meals to families affected by the crisis, support local restaurants and help save jobs. Hargray's heritage of support is carried out by its 800 local employees who dedicate their time and talents to benefit the community in ways large and small. Since 2003, through the generosity of Hargray customers who elect to round up their bills, Hargray's Caring Coins Foundation has distributed over \$3 million to area non-profits.

Describe how your proposal meets CARES objectives as described in the "Guidelines." Use additional pages if necessary.

Education in St. Helena has some difficulties with most public-school virtual learning and only some private school continuing with classroom learning. With social distancing you can see how this is a huge issue. So, the need for adequate broadband speeds for education are necessary for virtual schooling to provide a safe environment for students to continue their education at home.

Robust broadband service will allow residents to avail themselves to online healthcare options. Many insurance plans and medical facilities now routinely offer virtual diagnosis. These plans can prescribe appropriate medicines and they can be received via USPS or other home delivery options. The current COVID-19 challenges have significantly elevated the need for telehealth. It has become essential for people to get needed medical diagnoses and prescriptions filled and broadband is the most practical way to make it work.

The need to be able to work from home has skyrocketed since COVID-19 has forced people telecommute to work. More people are doing this than ever before and we need to be able to provide this service to our customers.

Describe how your proposal meets the needs of the community to be served as described in the "Guidelines." Use additional pages if necessary.

St. Helena coastal terrain makes access to robust broadband by all its inhabitants critical during the best of times and critical during the current global COVID-19 pandemic. The new social distancing guidelines are hindering the ability of residents to respond to the challenges presented by COVID-19. Access to broadband service is critical for education, healthcare, and to allow remote workers the ability to continue in their employment.

Describe any plans or programs you have developed to improve adoption in the community described in this proposal. Use additional pages if necessary.

As referenced above, Hargray offered free internet service to new subscribers with children attending virtual school. This offer was for 2 months free service and \$15 per month thereafter. We plan a similar process for \$10 per month for low- and moderate-income households. We will migrate these customers to similar programs designed for customers with economic challenges.

Hargray also offers 24/7 technical support to assist our customers in utilizing our services. Our experience has shown that many customers experience the same challenges and having a trained staffer available helps us retain the customer by enabling them to fully utilize our services.

Provide documents to establish proof that your organization has the necessary funds (50% of total project cost) to complete this project/proposal. List documents here and attach documents to this proposal.

List any lease, franchise agreement, interconnection agreement, authorization, permit, or other items needed to complete this project.

Hargray has necessary interconnection and franchise agreements to complete this project. We may need additional permit, but we do not anticipate this being an issue.

Attachments and Exhibits

Please attach the following items to Application:

1. Map of Project Area (PDF and Shapefile formats)
2. Letters of support evidencing community need for project
3. Any additional information evidencing community need for project

Certification and Signature

CERTIFICATION: The Applicant certifies that information included in this application is factual to their knowledge.



Applicant agrees to comply with all applicable requirements and conditions contained in Subrecipient Agreement for Coronavirus Relief Funds

Signature: **Trey Judy** Digitally signed by Trey Judy
Date: 2020.08.14 15:00:41 -04'00'

Print Name of Signature: Trey Judy

Title of Signatory: Director of Regulatory

Date: 8/14/20

Renewal Terms. Contingent upon extensions for the expenditure of CARES Act funds provided by the U.S. Department of Treasury and the State of South Carolina, this Agreement may be renewed as evidenced by written approval of both parties.

All questions and completed applications should be submitted to Broadband@ors.sc.gov

Facsimile signatures and email signatures shall be as effective as original signatures to bind any party.

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Title **Director of Regulatory Affairs**

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Date of Applicant's Initial FCC Form 477 Submission **6/30/00**

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- ☐ Applicant and/or project Partner has experience building and operating broadband networks in low-moderate income areas

Project Area Information

County **Beaufort**

Rural or Urban **Rural**

Nearest City/Town **St. Helena**

Project Area Map Code **Beaufort 8**

1042 Number of Households in Project Area (Target code)

21 Number of Businesses in Project Area

4 Number of Health Care Facilities in Project Area

2 Number of Community Anchor Points in Project Area

3 Number of Educational Institutions in Project Area

Broadband Infrastructure Information

Indicate the type(s) of broadband infrastructure technology to be deployed in the project area.

- ☒ *Fiber to the Premises* Minimum Sustainable Download/Upload Speeds **1000/100**
- ☐ *Hybrid fiber-coax (symmetrical upload/download speeds)* Minimum Sustainable Download/Upload Speeds
- ☐ *Hybrid fiber-coax (non-symmetrical upload/download speeds)* Minimum Sustainable Download/Upload Speeds
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- ☐ *VDSL (25/3 Mbps or faster)* Minimum Sustainable Download/Upload Speeds

Broadband Pricing Schedules or Tiers

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Project Timeline and Milestones

Project Start Date	9/1/20	Customer Premises	
Project Construction Activity Begins	9/1/20	Installations Complete	12/18/20
Project Construction Activity Complete	12/18/20	Project Completion Date	12/18/20

Project Cost Information

Total Project Cost	1,907,201	Average Cost per Housing Unit	1,830
Upfront Cost Requirements			
Cost of Building and/or Extending Infrastructure to Customer Premises		Average Cost per Business	90,819
Average Cost per Location Served (all locations or structures)	1,779		

Project Funding Information

South Carolina CARES Act Funding Requested 953,600

Applicant-Provided Funding 953,600

Third-Party Funding	Amount
	Source(s) Investor support and on-going cash flow

Additional Information

Describe Applicant's and/or project Partner's experience building and/or operating broadband networks.

For over 70 years, Hargray has been connecting customers to each other and the world, growing from a local phone company with roots in Beaufort County, South Carolina, to an industry leader providing residential, business, enterprise, and carrier wholesale communications services including a robust suite of Internet, TV, phone, and managed services in a growing set of markets in the Southeastern United States. Hargray is committed to delivering the most advanced technology with unmatched reliability over a fiber network. Hargray has been providing robust broadband service to its subscribers for more than a decade using hybrid fiber coax (HFC) technology and significantly expanded its fiber offerings in 2015 as noted below. Prior to this residential fiber expansion, Hargray had been providing fiber-based services to businesses for multiple decades.

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Hargray's heritage of support is carried out by its 800 local employees who dedicate their time and talents to benefit the community in ways large and small. Since 2003, through the generosity of Hargray customers who elect to round up their bills, Hargray's Caring Coins Foundation has distributed over \$3 million to area non-profits.

Describe how your proposal meets CARES objectives as described in the "Guidelines." Use additional pages if necessary.

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Provide documents to establish proof that your organization has the necessary funds (50% of total project cost) to complete this project/proposal. List documents here and attach documents to this proposal.

Audited financials

List any lease, franchise agreement, interconnection agreement, authorization, permit, or other items needed to complete this project.

Hargray has necessary interconnection and franchise agreements to complete this project. We may need additional permit, but we do not anticipate this being an issue.

Attachments and Exhibits

Please attach the following items to Application:

1. Map of Project Area (PDF and Shapefile formats)
2. Letters of support evidencing community need for project
3. Any additional information evidencing community need for project

Certification and Signature

CERTIFICATION: The Applicant certifies that information included in this application is factual to their knowledge.

☐

Applicant agrees to comply with all applicable requirements and conditions contained in Subrecipient Agreement for Coronavirus Relief Funds

Signature: **Trey Judy**

Digitally signed by Trey Judy

Date: 2020.08.14 15:01:58 -04'00'

Print Name of Signature: Trey Judy

Title of Signatory: Director of Regulatory

Date: 8/14/20

Renewal Terms. *Contingent upon extensions for the expenditure of CARES Act funds provided by the U.S. Department of Treasury and the State of South Carolina, this Agreement may be renewed as evidenced by written approval of both parties.*

All questions and completed applications should be submitted to Broadband@ors.sc.gov

Facsimile signatures and email signatures shall be as effective as original signatures to bind any party.

APPLICATION

South Carolina Broadband Infrastructure Project



Applicant Information

Applicant Name/Organization **Bluffton Telephone Company, Inc.**

Applicant FCC Registration Number (FRN) **0005-0581-51**

Primary Contact Name **Trey Judy**

Title **Director of Regulatory Affairs**

Mailing Address **P.O. Box 5986**

Phone Number **843-626-1210**

City, State, Zip **Hilton Head Island, SC 29928** Email **trey.judy@htc.hargray.com**

Broadband Service Provider Experience

Date of Applicant's Initial FCC Form 477 Submission **6/30/00**

Date of Applicant's Most Recent FCC Form 477 Submission **12/31/2019**

- ☒ Applicant and/or project Partner has experience delivering broadband service over fiber or hybrid fiber-coax infrastructure
- ☐ Applicant and/or project Partner has experience building and operating broadband networks in rural areas
- ☐ Applicant and/or project Partner has experience building and operating broadband networks in low-moderate income areas

Project Area Information

County **Beaufort**

Rural or Urban **Rural**

Nearest City/Town **Bluffton**

Project Area Map Code **Beaufort 11**

31 Number of Households in Project Area (Target code)

0 Number of Businesses in Project Area

0 Number of Health Care Facilities in Project Area

0 Number of Community Anchor Points in Project Area

0 Number of Educational Institutions in Project Area

Broadband Infrastructure Information

Indicate the type(s) of broadband infrastructure technology to be deployed in the project area.

- ☒ **Fiber to the Premises** Minimum Sustainable Download/Upload Speeds **1000/100**
- ☐ **Hybrid fiber-coax** Minimum Sustainable Download/Upload Speeds (symmetrical upload/download speeds)
- ☐ **Hybrid fiber-coax** Minimum Sustainable Download/Upload Speeds (non-symmetrical upload/download speeds)
- ☐ **Fixed wireless** Minimum Sustainable Download/Upload Speeds
- ☐ **VDSL** Minimum Sustainable Download/Upload Speeds (25/3 Mbps or faster)

Broadband Pricing Schedules or Tiers

Indicate all rate tiers for broadband at speeds of 25/3 Mbps or faster will be offered to customers in the project area:



Rates less than \$10/month



Rates between \$20 - \$24.99/month



Rates between \$10 - \$14.99/month



Rates between \$25 - \$34.99/month



Rates between \$15 - \$19.99/month

Project Timeline and Milestones

Project Start Date 9/1/20

Customer Premises
Installations Complete 12/18/20

Project Construction Activity Begins 9/1/20

Project Completion Date 12/18/20

Project Construction Activity Complete 12/18/20

Project Cost Information

Total Project Cost 100,000

Average Cost per Housing Unit 3,226

Upfront Cost Requirements

Cost of Building and/or Extending
Infrastructure to Customer Premises

Average Cost per Business 0

Average Cost per Location Served 3,226
(all locations or structures)

Project Funding Information

South Carolina CARES Act Funding Requested 50,000

Applicant-Provided Funding 50,000

Third-Party Funding Amount

Source(s) Investor support and on-going cash flow

Additional Information

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Digitally signed by Trey Judy

Date: 2020.08.14 15:02:53 -04'00'

Print Name of Signature: Trey Judy

Title of Signatory: Director of Regulatory

Date: 8/14/20

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Project Area Information

County **Beaufort**

Rural or Urban **Rural**

Nearest City/Town **Daufuskie Island**

Project Area Map Code **Beaufort 12**

215 Number of Households in Project Area (Target code)

12 Number of Businesses in Project Area

0 Number of Health Care Facilities in Project Area

1 Number of Community Anchor Points in Project Area

1 Number of Educational Institutions in Project Area

Broadband Infrastructure Information

Indicate the type(s) of broadband infrastructure technology to be deployed in the project area.

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| <input type="checkbox"/> Rates between \$10 - \$14.99/month | <input type="checkbox"/> Rates between \$25 - \$34.99/month |
| <input type="checkbox"/> Rates between \$15 - \$19.99/month | |

Project Timeline and Milestones

Project Start Date	9/1/20	Customer Premises Installations Complete	12/18/20
Project Construction Activity Begins	9/1/20	Project Completion Date	12/18/20
Project Construction Activity Complete	12/18/20		

Project Cost Information

Total Project Cost	535,804	Average Cost per Housing Unit	2,492
Upfront Cost Requirements			
Cost of Building and/or Extending Infrastructure to Customer Premises		Average Cost per Business	44,650
Average Cost per Location Served (all locations or structures)	2,340		

Project Funding Information

South Carolina CARES Act Funding Requested 267,902

Applicant-Provided Funding 267,902

Third-Party Funding	Amount
	Source(s) Investor support and on-going cash flow

Additional Information

Describe Applicant's and/or project Partner's experience building and/or operating broadband networks.

For over 70 years, Hargray has been connecting customers to each other and the world, growing from a local phone company with roots in Beaufort County, South Carolina, to an industry leader providing residential, business, enterprise, and carrier wholesale communications services including a robust suite of Internet, TV, phone, and managed services in a growing set of markets in the Southeastern United States. Hargray is committed to delivering the most advanced technology with unmatched reliability over a fiber network. Hargray has been providing robust broadband service to its subscribers for more than a decade using hybrid fiber coax (HFC) technology and significantly expanded its fiber offerings in 2015 as noted below. Prior to this residential fiber expansion, Hargray had been providing fiber-based services to businesses for multiple decades.

As the nation's leading wireless carriers migrated to 4G infrastructure, Hargray became an industry leader providing a pure fiber-based wide area network (WAN) to cellular towers throughout the region. By 2014, Hargray had secured contracts from all the major wireless companies to supply fiber connectivity to hundreds of carrier sites across Beaufort, Jasper, and Hampton counties.

With support from local government and business leaders, Hargray announced plans to bring high-speed Internet services to the area under the Lowcountry Broadband Plan. Construction began in 2015 and continues with the installation of fiber and upgrades to its existing network. Hargray became the first provider to deliver Gig speeds to many residents and businesses in Beaufort and Jasper counties.

Hargray seeks to improve the lives of people in the communities we serve by providing access to communications services that promote the economic growth and prosperity of the region. Amid the COVID-19 pandemic, Hargray's purpose of empowering people and communities to connect and thrive has never been more meaningful to our team. In times of uncertainty, communication is vital to everyone, and Hargray is committed to delivering the highest quality service to keep everyone connected. Hargray signed the Keeping Americans Connected pledge to support customers facing financial hardships due to the pandemic.

In response to Beaufort County's request at the end of the 2019-2020 school year, Hargray launched a Student Program in March, which provided 60 days of free Internet for families who live within Hargray's service territory and did not subscribe to Hargray Internet services. Current Hargray customers were offered Internet speed upgrades at special discounts to ensure students and their families had the necessary bandwidth to support the increased demand. Over 2,000 new and existing customers benefitted from the program, allowing schools and their students to complete the semester. In June 2020, Hargray launched the Jump Start program to support qualified families in need for the upcoming school year.

Hargray's robust HFC and Fiber internet access services have brought significant economic development to previously disadvantaged communities, primarily in Jasper County. Hargray is repeatedly asked if they can expand their service area into more of these communities and is excited about the opportunity this program presents to do so.

To support the local workforce, Hargray began offering complimentary access to Smart Office collaborative suite to small businesses with less than ten employees. Also, Hargray pledged \$50,000 to support the Help 4 Hope Fund to provide free meals to families affected by the crisis, support local restaurants and help save jobs. Hargray's heritage of support is carried out by its 800 local employees who dedicate their time and talents to benefit the community in ways large and small. Since 2003, through the generosity of Hargray customers who elect to round up their bills, Hargray's Caring Coins Foundation has distributed over \$3 million to area non-profits.

Describe how your proposal meets CARES objectives as described in the "Guidelines." Use additional pages if necessary.

Daufuskie Island's insular nature makes access to robust broadband by all its inhabitants critical during the best of times and critical during the current global COVID-19 pandemic. Daufuskie Island which is a remote island only accessible by a ferry, hindering the ability of residents to respond to the challenges presented by COVID-19. Access to broadband service is critical for education, healthcare, and to allow remote workers the ability to continue in their employment.

Education on Daufuskie Island has some difficulties as student's Pre-K through 5th grade are taught on the island in a building with 2 classrooms, a lunchroom, and a small library. After that students are transported by ferry to Hilton Head Island to attend Hilton Head Middle School and High School. With social distancing you can see how this is a huge issue. So, the need for adequate broadband speeds for education are necessary for virtual schooling to provide a safe environment for students to continue their education at home.

There are no healthcare facilities on Daufuskie Island. Residents must ferry to Hilton Head Island to receive medical attention, and with the current COVID-19 challenges telehealth has become the essential for people to get needed medical diagnoses and prescriptions filled.

The need to be able to work from home has skyrocketed since COVID-19 has forced people telecommute to work. More people are doing this than ever before and we need to be able to provide this service to our customers.

Describe how your proposal meets the needs of the community to be served as described in the "Guidelines." Use additional pages if necessary.

Daufuskie Island's coastal terrain makes access to robust broadband by all its inhabitants critical during the best of times and critical during the current global COVID-19 pandemic. The new social distancing guidelines are hindering the ability of residents to respond to the challenges presented by COVID-19. Access to broadband service is critical for education, healthcare, and to allow remote workers the ability to continue in their employment.

Describe any plans or programs you have developed to improve adoption in the community described in this proposal. Use additional pages if necessary.

As referenced above, Hargray offered free internet service to new subscribers with children attending virtual school. This offer was for 2 months free service and \$15 per month thereafter. We plan a similar process for \$10 per month for low- and moderate-income households. We will migrate these customers to similar programs designed for customers with economic challenges.

Hargray also offers 24/7 technical support to assist our customers in utilizing our services. Our experience has shown that many customers experience the same challenges and having a trained staffer available helps us retain the customer by enabling them to fully utilize our services.

Provide documents to establish proof that your organization has the necessary funds (50% of total project cost) to complete this project/proposal. List documents here and attach documents to this proposal.

Audited Financials

List any lease, franchise agreement, interconnection agreement, authorization, permit, or other items needed to complete this project.

Hargray has necessary interconnection and franchise agreements to complete this project. We may need additional permit, but we do not anticipate this being an issue.

Attachments and Exhibits

Please attach the following items to Application:

1. Map of Project Area (PDF and Shapefile formats)
2. Letters of support evidencing community need for project
3. Any additional information evidencing community need for project

Certification and Signature

CERTIFICATION: The Applicant certifies that information included in this application is factual to their knowledge.



Applicant agrees to comply with all applicable requirements and conditions contained in Subrecipient Agreement for Coronavirus Relief Funds

Signature: **Trey Judy**

Digitally signed by Trey Judy
Date: 2020.08.14 15:03:45 -04'00'

Print Name of Signature: Trey Judy

Title of Signatory: Director of Regulatory

Date: 8/14/20

Renewal Terms. *Contingent upon extensions for the expenditure of CARES Act funds provided by the U.S. Department of Treasury and the State of South Carolina, this Agreement may be renewed as evidenced by written approval of both parties.*

All questions and completed applications should be submitted to Broadband@ors.sc.gov

Facsimile signatures and email signatures shall be as effective as original signatures to bind any party.

APPLICATION

South Carolina Broadband Infrastructure Project



Applicant Information

Applicant Name/Organization **Hargray, Inc.**

Applicant FCC Registration Number (FRN) **0004-9405-40**

Primary Contact Name **Trey Judy**

Title **Director of Regulatory Affairs**

Mailing Address **P.O. Box 5986**

Phone Number **843-626-1210**

City, State, Zip **Hilton Head Island, SC 29928** Email **trey.judy@htc.hargray.com**

Broadband Service Provider Experience

Date of Applicant's Initial FCC Form 477 Submission **6/30/00**

Date of Applicant's Most Recent FCC Form 477 Submission **12/31/2019**

- ☒ Applicant and/or project Partner has experience delivering broadband service over fiber or hybrid fiber-coax infrastructure
- ☐ Applicant and/or project Partner has experience building and operating broadband networks in rural areas
- ☐ Applicant and/or project Partner has experience building and operating broadband networks in low-moderate income areas

Project Area Information

County **Hampton**

Rural or Urban **Rural**

Nearest City/Town **Estill**

Project Area Map Code **Hampton 5**

276 Number of Households in Project Area (Target code)

47 Number of Businesses in Project Area

4 Number of Health Care Facilities in Project Area

3 Number of Community Anchor Points in Project Area

1 Number of Educational Institutions in Project Area

Broadband Infrastructure Information

Indicate the type(s) of broadband infrastructure technology to be deployed in the project area.

- ☐ *Fiber to the Premises* Minimum Sustainable Download/Upload Speeds
- ☐ *Hybrid fiber-coax* Minimum Sustainable Download/Upload Speeds
(symmetrical upload/download speeds)
- ☒ *Hybrid fiber-coax* Minimum Sustainable Download/Upload Speeds **300/50**
(non-symmetrical upload/download speeds)
- ☐ *Fixed wireless* Minimum Sustainable Download/Upload Speeds
- ☐ *VDSL* Minimum Sustainable Download/Upload Speeds
(25/3 Mbps or faster)

Broadband Pricing Schedules or Tiers

Indicate all rate tiers for broadband at speeds of 25/3 Mbps or faster will be offered to customers in the project area:

- | | |
|--|---|
| <input checked="" type="checkbox"/> Rates less than \$10/month | <input type="checkbox"/> Rates between \$20 - \$24.99/month |
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Project Timeline and Milestones

Project Start Date	9/1/20	Customer Premises Installations Complete	12/18/20
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Project Cost Information

Total Project Cost	210,261	Average Cost per Housing Unit	761
Upfront Cost Requirements			
Cost of Building and/or Extending Infrastructure to Customer Premises		Average Cost per Business	4,473
Average Cost per Location Served (all locations or structures)	635		

Project Funding Information

South Carolina CARES Act Funding Requested 105,130

Applicant-Provided Funding 105,130

Third-Party Funding Amount

Source(s) Investor support and on-going cash flow

Additional Information

Describe Applicant's and/or project Partner's experience building and/or operating broadband networks.

For over 70 years, Hargray has been connecting customers to each other and the world, growing from a local phone company with roots in Beaufort County, South Carolina, to an industry leader providing residential, business, enterprise, and carrier wholesale communications services including a robust suite of Internet, TV, phone, and managed services in a growing set of markets in the Southeastern United States. Hargray is committed to delivering the most advanced technology with unmatched reliability over a fiber network. Hargray has been providing robust broadband service to its subscribers for more than a decade using hybrid fiber coax (HFC) technology and significantly expanded its fiber offerings in 2015 as noted below. Prior to this residential fiber expansion, Hargray had been providing fiber-based services to businesses for multiple decades.

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In response to Beaufort County's request at the end of the 2019-2020 school year, Hargray launched a Student Program in March, which provided 60 days of free Internet for families who live within Hargray's service territory and did not subscribe to Hargray Internet services. Current Hargray customers were offered Internet speed upgrades at special discounts to ensure students and their families had the necessary bandwidth to support the increased demand. Over 2,000 new and existing customers benefitted from the program, allowing schools and their students to complete the semester. In June 2020, Hargray launched the Jump Start program to support qualified families in need for the upcoming school year.

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Describe how your proposal meets CARES objectives as described in the "Guidelines." Use additional pages if necessary.

Education in Estill's has some difficulties with most public-school virtual learning and very few private schools continuing with classroom learning. With social distancing you can see how this is a huge issue. So, the need for adequate broadband speeds for education are necessary for virtual schooling to provide a safe environment for students to continue their education at home. Robust broadband service will allow residents to avail themselves to online healthcare options. Many insurance plans and medical facilities now routinely offer virtual diagnosis. These plans can prescribe appropriate medicines and they can be received via USPS or other home delivery options. The current COVID-19 challenges have significantly elevated the need for telehealth. It has become essential for people to get needed medical diagnoses and prescriptions filled and broadband is the most practical way to make it work.

The need to be able to work from home has skyrocketed since COVID-19 has forced people telecommute to work. More people are doing this than ever before and we need to be able to provide this service to our customers.

Describe how your proposal meets the needs of the community to be served as described in the "Guidelines." Use additional pages if necessary.

Estill's rural location makes access to robust broadband by all its inhabitants critical during the best of times and critical during the current global COVID-19 pandemic. The new social distancing guidelines are hindering the ability of residents to respond to the challenges presented by COVID-19. Access to broadband service is critical for education, healthcare, and to allow remote workers the ability to continue in their employment.

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Date: 2020.08.14 15:04:41 -04'00'

Print Name of Signature: Trey Judy

Title of Signatory: Director of Regulatory

Date: 8/14/20

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COUNTY COUNCIL OF BEAUFORT COUNTY
OFFICE OF THE COUNTY ADMINISTRATOR
ADMINISTRATION BUILDING
BEAUFORT COUNTY GOVERNMENT ROBERT SMALLS COMPLEX
100 RIBAUT ROAD

CHERYL H. HARRIS
EXECUTIVE ASSISTANT

POST OFFICE DRAWER 1228
BEAUFORT, SOUTH CAROLINA 29901-1228

TELEPHONE: (843) 255-2023

FAX: (843) 255-9403

www.beaufortcountysc.gov

ASHLEY M. JACOBS
COUNTY ADMINISTRATOR

August 13, 2020

TO WHOM IT MAY CONCERN:

I am writing to offer support for Hargray's application for a CARES Act Grant to support the building of network infrastructure in unincorporated Bluffton, South Carolina, which will make broadband speeds of greater than 25Mbps available over fiber for 31 homes which are currently underserved.

Since the pandemic struck our area earlier this spring, the need for students to connect to broadband service to support online education has never been greater. When students have access to high-speed internet and computers or tablets, we can overcome one of the most significant challenges – educational access for every student.

In response to COVID-19, Hargray has demonstrated its commitment to the community and our schools. Hargray, in response to our need at the end of the 2019-2020 school year, launched a student program in March which provided 60 days of free internet for families who live within Hargray's service territory and did not subscribe to Hargray Internet services. Current Hargray customers were offered internet speed upgrades at special discounts to ensure students and their families had the necessary bandwidth to support the increased demand. Over 2,000 new and existing customers benefitted from the program, allowing our schools to complete the semester. In June 2020, Hargray launched the Jump Start program, featuring 30 Mbps for \$15 per month, to support qualified families in need for the upcoming school year.

In addition, Hargray's history of support for the community spans over 70 years, and the company's 800 local employees dedicate their time and talents to benefit the community in ways large and small. Since 2003, through the generosity of Hargray customers who elect to round up their bills, Hargray's Caring Coins Foundation has distributed over \$3 million to area non-profits.

Thank you for your consideration of Hargray's grant request.

Sincerely,



Ashley M. Jacobs
County Administrator

AMJ:ch

Daufuskie Island Community Council

Leanne M. Coulter
207 Martinangele Court
Daufuskie Island, SC 29915

8-13-2020

To Whom it May Concern:

I am writing to offer support for Hargray's application for a CARES Act Grant to support the building of network infrastructure in Daufuskie, which will make Gigabit speed internet available over fiber optic for a number of homes which are currently underserved.

For any community focused on securing a prosperous future, broadband infrastructure that reaches every household, every family, and every individual, is a top priority. I consider myself blessed to live in the Lowcountry, where people generously come together to serve one another. At a time when access to quality communications services is essential, we are called to invest in infrastructure, which opens the opportunity for telework, online learning, remote health care, and programs to improve public safety to everyone.

Hargray's response to COVID-19 demonstrates their commitment to the community and support for families, students, seniors, small businesses, and organizations. When it was most needed, Hargray launched special programs to support remote learning for K-12 and college students, address the immediate needs of small businesses, and joined the FCC pledge to 'Keep Americans Connected.'

Hargray's history of support for the community spans over 70 years, and the company's 800 local employees dedicate their time and talents to benefit the community in ways large and small. Since 2003, through the generosity of Hargray customers who elect to round up their bills, Hargray's Caring Coins Foundation has distributed over \$3 million to area non-profits.

Thank you for your consideration of Hargray's grant request.

Sincerely,

Leanne M. Coulter, Chair
Daufuskie Island Community Council